

## Message Text

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21

ACTION NEA-09

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R 200643Z FEB 75

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 2297

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

UNCLAS KUWAIT 0818

E.O. 11652: N/A

TAGS: ECRE, ENRG, BMP, KU

SUBJ: COMPANIES ELIGIBLE BID ON KUWAIT LPG PROJECTED SELECTED

REF: (A) KUWAIT 0738 (B) KUWAIT A-0103, DEC 5, 1974  
(C) KUWAIT 3819

1. EMBASSY HAS RECEIVED SECONDHAND NAMES OF COMPANIES BELIEVED TO HAVE BEEN QUALIFIED TO BID ON CONSTRUCTION OF KUWAIT'S LPG PROJECT. NAMES HAVE NOT AS YET BEEN OFFICIALLY ANNOUNCED BUT WE BELIEVE INFORMATION ESSENTIALLY CORRECT. ACCORDING INFORMATION RECEIVED SEPARATE TENDER PACKAGES (REF C) HAVE BEEN REGROUPED INTO THREE TENDERS: COMPRESSION, PROCESSING, AND PIPELINES. FOLLOWING ARE NAMES OF COMPANIES BELIEVED SELECTED AS ELIGIBLE TO BID ON THREE TENDERS:

(A) COMPRESSION: KELLOGG INTERNATIONAL CORP., WEATHERBY ENGINEERING (IN ASSOCIATION WITH COSTAIN OF U.K.); TECHINT; PROCON; FLUOR; MANAGEMENT OF PROCESS SYSTEMS LTD.; AND CHEMIE-TECHNIK (UNSURE IF THIS CORRECT); ON WAITING LIST ARE: PITRACE, ISHIKAWAJIMA-HARIMA HEAVY INDUSTRIES CO. LTD. (IHI); AND WIMPEY.

(B) PROCESSING: FUOR; KELLOGG INT'L; JAPAN GASOLINE CO. LTD; CHEMIE-TECHNIK(?); CHIYODA CHEMICAL ENGINEERING AND CONSTRUCTION  
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CO. (MITSUBISHI); FISH INTERNATIONAL ENGINEERS; AND PROCON.

(C) PIPELINES: CONTRACTING AND TRADING CO. (LEBANESE); WILLIAMS BROS. PROCESS SERVICES INC. SEDCO INT'L S.A. (TULSA-BASED); NEILL PRICE INT'L INC.; SAIPEN S.P.A.; AND INTRAPOSE. ON WAITING LIST ARE: SANTA FE AND CONCO (LEBANESE).

2. COMMENT: IF INFO CORRECT, U.S. FIRMS FARED EXTREMELY WELL IN THE PREQUALIFICATION PROCESS. FLUOR, PROCON, AND KELLOGG ARE ELIGIBLE TO BID ON BOTH THE COMPRESSION AND PROCESS FACILITIES WITH FISH ENGINEERING AND WEATHERBY ELIGIBLE UNDER PROCESS AND COMPRESSION RESPECTIVELY ALTHOUGH WEATHERBY WILL BE IN CONSORTIUM WITH COSTAIN. ON THE PIPELINES, WILLIAMS BROS., SEDCO INT'L, AND NEILL-PRICE ARE ELIGIBLE. WE REASONABLY CONFIDENT THAT BOTH FISH AND WEATHERBY WILL BID BUT HAVE SCANT INFORMATION ON THE THINKING OF THE OTHER U.S. FIRMS. WE UNDERSTAND MEPD IS CLOSELY FOLLOWING THIS PROJECT AND BELIEVE IT WOULD BE USEFUL FOR MEPD TO CONTACT ELIGIBLE U.S. COMPANIES IN ORDER GUAGE THEIR INTENTIONS ON THIS PROJECT. AS STATED REF A BELIEVE CONTRACT TERMS WILL BE MODIFIED TAKE INTO ACCOUNT MOST MAJOR OBJECTIONS U.S. FIRMS AND WITH BECHTEL ACTING AS PROJECT CONSULTANT U.S. FIRMS, IF WILLING MAKE EFFORT, APPEAR HAVE LEG UP ON COMPETITION.  
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## Message Attributes

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**To:** COM  
**Type:** TE  
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